



*Just Water International Limited*

# ***Half-year Report***

for the six months ended  
31 December 2011



# Just Water International Limited

## Directory

### Directors

**Paul Connell** (Independent)  
*Chairman*

**Tony Falkenstein** (Executive)

**Simone Iles** (Independent)

**Ian Malcolm** (Non-Executive)

### Executive management

**Tony Falkenstein**

*Chief Executive Officer*  
*Just Water International Limited*

**Eldon Roberts**

*Chief Financial Officer*  
*Just Water International Limited*

**Jay Harraway**

*General Manager*  
*Just Water New Zealand*

### Registered office and address for service

Shortland Chambers  
4th Floor  
70 Shortland Street  
Auckland 1010  
New Zealand

PO Box 221  
Shortland Street  
Auckland 1140  
New Zealand

### Auditors

PricewaterhouseCoopers

### JWI on the web

[www.jwi.co.nz](http://www.jwi.co.nz)  
[www.justwater.co.nz](http://www.justwater.co.nz)  
[www.justwaterfilters.co.nz](http://www.justwaterfilters.co.nz)  
[www.aquacool.co.nz](http://www.aquacool.co.nz)  
[www.creativeimages.net.nz](http://www.creativeimages.net.nz)  
[www.clearwaterfilters.com.au](http://www.clearwaterfilters.com.au)  
[www.justwaterfilters.com.au](http://www.justwaterfilters.com.au)  
[www.thewatercoolercompany.com.au](http://www.thewatercoolercompany.com.au)

### Just Water New Zealand Creative Images Hire Limited

114 Rockfield Road  
Penrose  
Auckland 1061  
New Zealand

Private Bag 92811  
Penrose  
Auckland 1642  
New Zealand

Tel +64-9 630 1300  
Fax +64-9 630 9300

*Just Water New Zealand is a division of  
Just Water International Limited.*

*Creative Images Hire Limited is a  
wholly-owned subsidiary of Just Water  
International Limited.*

### Clearwater Filter Systems (Aust) Pty Limited

Unit 40, Building F,  
Lane Cove Business Park  
16 Mars Road, Lane Cove  
NSW 2066  
Australia

Tel +61-2 8962 4200  
Fax +61-2 8962 4270

*Clearwater Filter Systems (Aust) Pty  
Limited is a subsidiary of Just Water  
International Limited through Just Water  
Limited Partnership*

### Bankers

Bank of New Zealand Limited  
National Australia Bank Limited  
Westpac Banking Corporation Limited

### Solicitors

Harmos Horton Lusk  
Wadsworth Ray Lawyers

### Share registry

Link Market Services  
138 Tancred Street  
PO Box 384  
Ashburton 7740  
New Zealand

Tel +64-3 308 8887  
Fax +64-3 308 1311



|  |     |
|--|-----|
| <b>Chairman's and Chief Executive's review</b> | 2-5 |
|--|-----|

## **Just Water International Limited**

### **Consolidated financial statements** for the six months ended 31 December 2011

|  |       |
|--|-------|
| Consolidated statement of comprehensive income | 6     |
| Consolidated balance sheet                     | 7     |
| Consolidated statement of changes in equity    | 8     |
| Consolidated cash flow statement               | 9     |
| Notes to the financial statements              | 10-18 |

## Chairman's and Chief Executive's review

### First-half 2012 announcement

Just Water International Limited presents its half-year results for the six months to 31 December 2011.

#### Consolidated Income Statement

|                | Current<br>half-year<br>NZ\$'000 | Up/(Down) % | Previous<br>corresponding<br>half-year NZ\$'000 |
|----------------|----------------------------------|-------------|---|
| Total Revenue: | 15,285                           | (4.5%)      | 15,999  |
| EBITDA:        | 4,082                            | 6.9%        | 3,818   |
| EBIT:          | 1,735                            | 53.7%       | 1,129   |
| NPAT:          | 654                              | 697.6%      | 82  |

Although revenue is down, the directors are satisfied with this profit result, as the Company develops new revenue lines for the future. EBITDA and EBIT includes a net non-cash exchange gain of \$0.091 million (31 December 2010: loss of \$0.594) reflecting the movement between the New Zealand and Australian dollars at balance date.

The results include five months of the Company's new acquisition, Creative Images Hire Ltd (Creative Images), which added \$0.274 million to revenue and \$0.114 million to EBIT. As advised, it is expected that Creative Images will add more than \$0.25 million to its EBIT in the year ending 30 June 2012.

Last year the directors advised that a major key performance indicator was the reduction of net bank debt, and in this period, net bank debt has been reduced by \$1.5 million. Had the Company not acquired Creative Images, net bank debt would have reduced by \$2.4 million in this 6 month period. Net bank debt at 31 December 2011 was \$20.5 million. Although this reduction remains a focus, the Company is now in a position to also explore acquisitions along with other growth strategies.

#### New Zealand

|                | Current<br>half-year<br>NZ\$'000 | Up/(Down) % | Previous<br>corresponding<br>half-year NZ\$'000 |
|----------------|----------------------------------|-------------|---|
| Total Revenue: | 10,125                           | (4.0%)      | 10,552  |
| EBITDA:        | 2,904                            | 21.9%       | 2,382   |
| EBIT:          | 1,185                            | 157.0%      | 461   |
| NPAT:          | 395                              | n/a         | (221)   |

The 4.0% decrease in revenue represents a pleasing slowing down in the trend from previous periods, due to the Creative Images acquisition and improved operations of the Company. However, continued reductions in revenue are not sustainable in the long term, and the Company is extending its product offering in order to turn around this trend.

EBIT was increased by a non cash exchange gain of \$0.091 million.

The overall base of water-coolers and dispensers from which recurring income is received by way of rental, service or regular water delivery reduced to 38,666. This is a 3.6% reduction for the six month period, compared to 5.8% reduction for the previous period to 31 December 2010.

The Company has recently introduced a customer service programme "Think Like a Customer" (TLC), which has identified a number of areas where the Company is able to enhance its service offering to its customers. Management believe that this programme will have an immediate effect on customer retention.

As part of its social responsibility, the Company has undertaken a publicity campaign to highlight New Zealand's obesity epidemic. This has been extremely effective in raising public debate around this important issue. This expresses our mission of "enhancing lives".

In the last 12 months, the Company launched a unique new Just Water Filter, which initially focussed solely on online sales ([www.justwaterfilters.co.nz](http://www.justwaterfilters.co.nz)). Since then the Company has introduced three new channels through kitchen manufacturers, plumbers and home distributors. It has also embarked on an advertising campaign through national magazines to increase awareness of the product. The filter does away with the separate tap on the kitchen bench and all water through the kitchen tap is filtered through a long life filter. This product has not added significantly to the business in the six month period, and is not expected to add significantly in the current year. The directors see this product offering a long term ongoing income stream from filter cartridge replacement revenue. An offer for this filter will be made to all shareholders, providing a significant discount from the retail price.

The directors are very pleased with the acquisition of Wellington-based Creative Images, the office plant hire business the Company acquired in August 2011. The Company expects to grow the business both organically and by considered acquisition in the future.

In January 2012, the Company started a business, trading as Just Plants, which offers 'replica' flowers to businesses. Just Plants is able to offer significant discounts to live flowers supplied by florists, with the added benefit of no pollen or allergy problems. Early indications are good, and the Company will consider making this offering nationwide.

The Company's three bottling plants achieved an average of 99.5% in the annual audit by the Australasian Bottled Water Institute (ABWI), assuring customers that water from these plants are operated under the strictest international quality standards. No other '15 litre bottle' bottling plants comply with these standards, which places their customers at risk of drinking contaminated water.

| Australia      |                                  |             |   |
|----------------|----------------------------------|-------------|---|
|                | Current<br>half-year<br>NZ\$'000 | Up/(Down) % | Previous<br>corresponding<br>half-year NZ\$'000 |
| Total Revenue: | 5,160                            | (5.3%)      | 5,447   |
| EBITDA:        | 1,178                            | (18.0%)     | 1,436   |
| EBIT:          | 550                              | (17.7%)     | 668   |
| NPAT:          | 259                              | (14.5%)     | 303   |

## Chairman's and Chief Executive's review

The Company's Australian subsidiary, Clearwater Filter Systems (Aust) Pty Limited (Clearwater), has had a reduction in revenue. As with New Zealand, this revenue trend is not sustainable in the long term. The directors believe the implementation of the TLC programme in Australia and continued focus on new customer acquisition will result in developing a platform for future revenue growth.

The Company has also launched the Just Water filter in Australia as an online product: [www.justwaterfilters.com.au](http://www.justwaterfilters.com.au). It is now researching other distribution channels.

Clearwater has just launched an online water-cooler company – [www.thewatercoolercompany.com.au](http://www.thewatercoolercompany.com.au). The directors believe this sales channel will complement existing sales channels and provide opportunity for future revenue growth.

The Company is also looking at other prospects in Australia, and may replicate some of the new opportunities taken in New Zealand.

The base of water-coolers and dispensers, from which recurring income is received by way of rental or service, increased by 0.8% from 10,269 units in June 2011 to 10,351 in December 2011.

### Dividend:

As previously advised, the directors have decided there will be no dividend in the current year.

The Company will be abandoning its Dividend Reinvestment Programme (DRP). Once the Company resumes dividends, these will be paid out of cash flow, rather than increasing the number of shares on issue.

### Audit:

In keeping with common practice, the half-year financial statements for the six months ended 31 December 2011 and 31 December 2010 are unaudited. The full-year financial statements are audited. Comparative information in this report for the year ended 30 June 2011 is therefore audited.

### Board:

At the 2011 Annual Meeting Sir Don McKinnon and Phil Dash retired as Chairman and Non-Executive Director respectively. Paul Connell's appointment as a director was confirmed at that time. Subsequently Paul was appointed as Chairman in December 2011. The directors are considering appointing another director to the Board.

### Bank facilities:

The Company has complied with all bank covenants at 31 December 2011. Net bank debt at 31 December 2011 was \$20.465 million (December 2010: \$23.619 million). Debt has decreased by \$3.154 million over the past year, and is expected to continue to reduce in the current period. The Company had an unutilised funding facility of \$5.735 million at 31 December 2011 (December 2010: \$3.781 million). Subsequent to the reporting period the company voluntarily requested the bank to reduce the facility by a further \$2.0 million in order to reduce ongoing facility fees. The remaining facility of \$3.735 million allows operation head room and funding capability for growth and exploring further acquisitions.



### Expected future rental income stream:

At 31 December there continued to be in excess of \$80 million of expected future rental income stream which is not recognised in the financial statements. Expected future rental income streams have been calculated on the basis of average customer life, which is in excess of 6.5 years. This calculation of future receivables is used as part of the monitoring of compliance for our bank covenants.

### Summary:

A year ago, this report outlined its intention to pursue new profit opportunities to grow the business, whilst maintaining our focus on debt reduction. The directors are satisfied that management have made good progress on both these intentions.

The directors wish to congratulate the management and staff for their performance, after the challenging times of past years.

Yours sincerely

Paul Connell  
Chairman

Tony Falkenstein  
Chief Executive

### Just Water International Limited Consolidated statement of comprehensive income (unaudited) For the six months ended 31 December 2011

|  | Group<br>6 months<br>ended<br>31 December<br>2011<br>\$'000 | Group<br>6 months<br>ended<br>31 December<br>2010<br>\$'000 |
|--|---|---|
| Revenue  | 15,190  | 15,993  |
| Other operating income   | 95  | 6   |
| <b>Income</b>  | <b>15,285</b>   | <b>15,999</b>   |
| Employee costs   | (5,683)   | (6,267)   |
| Changes in inventories of finished goods and consumables                             | (212)   | 42  |
| Purchases of finished goods and consumables  | (1,764)   | (1,558)   |
| Other expenses   | (3,544)   | (4,398)   |
| <b>Earnings before interest, tax, depreciation and amortisation</b>                  | <b>4,082</b>  | <b>3,818</b>  |
| Depreciation   | (2,084)   | (2,409)   |
| Amortisation   | (263)   | (280)   |
| <b>Earnings before interest and tax</b>  | <b>1,735</b>  | <b>1,129</b>  |
| Interest expense   | (810)   | (1,003)   |
| <b>Profit before income tax</b>  | <b>925</b>  | <b>126</b>  |
| Income tax expense   | (271)   | (44)  |
| <b>Profit after income tax</b>   | <b>654</b>  | <b>82</b>   |
| <b>Other comprehensive income</b>  |   |   |
| Exchange differences on translating foreign operations                               | 106   | 687   |
| <b>Total comprehensive income</b>  | <b>760</b>  | <b>769</b>  |
| <b>Earnings per share for profit attributable to the shareholders of the company</b> |   |   |
| Basic and diluted earnings per share (cents)   | 0.7   | 0.1   |

The accompanying notes to the financial statements are an integral part of, and should be read in conjunction with, the above statement of comprehensive income.



## Just Water International Limited

### Consolidated balance sheet

For the six months ended 31 December 2011

|                                      | NOTE | Group<br>as at<br>31 December<br>2011<br>(unaudited)<br>\$'000 | Group<br>as at<br>31 December<br>2010<br>(unaudited)<br>\$'000 | Group<br>as at<br>30 June<br>2011<br>(audited)<br>\$'000 |
|--------------------------------------|------|--|--|--|
| <b>ASSETS</b>                        |      |  |  |  |
| Current assets                       |      |  |  |  |
| Cash and cash equivalents            |      | 726  | 706  | 51   |
| Trade and other receivables          |      | 3,881  | 3,508  | 4,124  |
| Current tax receivables              |      | 83   | 111  | 111  |
| Inventories                          |      | 1,353  | 1,286  | 1,565  |
| <b>Total current assets</b>          |      | <b>5,973</b>   | <b>5,611</b>   | <b>5,851</b>   |
| Non-current assets                   |      |  |  |  |
| Property, plant and equipment        |      | 11,241   | 14,479   | 12,605   |
| Intangible assets                    |      | 11,810   | 11,489   | 11,128   |
| Deferred tax asset                   |      | 3,243  | 4,557  | 3,686  |
| <b>Total non-current assets</b>      |      | <b>26,294</b>  | <b>30,525</b>  | <b>27,419</b>  |
| <b>Total assets</b>                  |      | <b>32,267</b>  | <b>36,136</b>  | <b>33,270</b>  |
| <b>LIABILITIES</b>                   |      |  |  |  |
| Current liabilities                  |      |  |  |  |
| Interest-bearing liabilities         |      | 2,521  | 2,330  | 6,329  |
| Trade and other payables             |      | 3,167  | 3,754  | 3,198  |
| Deferred income                      |      | 2,441  | 2,878  | 2,779  |
| <b>Total current liabilities</b>     |      | <b>8,129</b>   | <b>8,962</b>   | <b>12,306</b>  |
| Non-current liabilities              |      |  |  |  |
| Interest-bearing liabilities         |      | 19,047   | 22,437   | 16,155   |
| Deferred income                      |      | 419  | 815  | 698  |
| Deferred tax liabilities             |      | 62   | 435  | 261  |
| <b>Total non-current liabilities</b> |      | <b>19,528</b>  | <b>23,687</b>  | <b>17,114</b>  |
| <b>Total liabilities</b>             |      | <b>27,657</b>  | <b>32,649</b>  | <b>29,420</b>  |
| <b>Net assets</b>                    |      | <b>4,610</b>   | <b>3,487</b>   | <b>3,850</b>   |
| <b>EQUITY</b>                        |      |  |  |  |
| Share capital                        | 6    | 22,487   | 22,487   | 22,487   |
| Accumulated losses                   |      | (17,898)   | (19,288)   | (18,552)   |
| Reserves                             |      | 21   | 288  | (85)   |
| <b>Total equity</b>                  |      | <b>4,610</b>   | <b>3,487</b>   | <b>3,850</b>   |

For and on behalf of the board:



Paul Connell  
Chairman

24 February 2012



Ian Malcolm  
Director

*The accompanying notes to the financial statements are an integral part of, and should be read in conjunction with, the above balance sheet.*

## Financial statements

### Just Water International Limited Consolidated statement of changes in equity (unaudited) For the six months ended 31 December 2011

|  | Share capital<br>\$'000 | Foreign currency translation reserve<br>\$'000 | Retained earnings<br>\$'000 | Total equity<br>\$'000 |
|--|-------------------------|--|-----------------------------|------------------------|
| <b>GROUP</b>                                     |                         |  |                             |                        |
| Balance at 1 July 2010                           | 22,460                  | (399)  | (19,370)                    | 2,691                  |
| Profit after tax                                 | -                       | -  | 82                          | 82                     |
| Foreign currency translation reserve             | -                       | 687  | -                           | 687                    |
| Total comprehensive income/(loss) for the period | -                       | 687  | 82                          | 769                    |
| Issue of options                                 | 1                       | -  | -                           | 1                      |
| Issue of ordinary shares                         | 26                      | -  | -                           | 26                     |
| Balance at 31 December 2010                      | 22,487                  | 288  | (19,288)                    | 3,487                  |
| Profit after tax                                 | -                       | -  | 736                         | 736                    |
| Foreign currency translation reserve             | -                       | (373)  | -                           | (373)                  |
| Total comprehensive income/(loss) for the period | -                       | (373)  | 736                         | 363                    |
| Balance at 30 June 2011                          | 22,487                  | (85)   | (18,552)                    | 3,850                  |
| Profit after tax                                 | -                       | -  | 654                         | 654                    |
| Foreign currency translation reserve             | -                       | 106  | -                           | 106                    |
| Total comprehensive income for the period        | -                       | 106  | 654                         | 760                    |
| Balance at 31 December 2011                      | 22,487                  | 21   | (17,898)                    | 4,610                  |

The accompanying notes to the financial statements are an integral part of, and should be read in conjunction with, the above statement of changes in equity.

**Just Water International Limited**  
**Consolidated cash flow statement (unaudited)**  
For the six months ended 31 December 2011

|   | Group<br>6 months<br>ended<br>31 December<br>2011<br>\$'000 | Group<br>6 months<br>ended<br>31 December<br>2010<br>\$'000 |
|---|---|---|
| <b>Cash flows from operating activities</b>                           |   |   |
| Receipts from customers   | 14,726  | 17,398  |
| Interest received   | 4   | 6   |
| Payments to suppliers and employees                                   | (10,457)  | (12,333)  |
| Interest paid   | (687)   | (623)   |
| Income tax paid   | -   | (339)   |
| Purchases of non-current assets held for rental                       | (492)   | -   |
| <b>Net cash generated from operating activities</b>                   | <b>3,094</b>  | <b>4,109</b>  |
| <b>Cash flows from investing activities</b>                           |   |   |
| Purchases of property, plant and equipment                            | (519)   | (1,313)   |
| Proceeds from sale of property, plant and equipment                   | 10  | 1   |
| Purchases of intangible assets  | (848)   | (55)  |
| <b>Net cash used in investing activities</b>                          | <b>(1,357)</b>  | <b>(1,367)</b>  |
| <b>Cash flows from financing activities</b>                           |   |   |
| Proceeds from borrowings  | 900   | -   |
| Repayment of borrowings   | (1,654)   | (1,696)   |
| Exchange losses on borrowings   | (144)   | (37)  |
| <b>Net cash used in financing activities</b>                          | <b>(898)</b>  | <b>(1,733)</b>  |
| <b>Net increase in cash, cash equivalents<br/>and bank overdrafts</b> | <b>839</b>  | <b>1,009</b>  |
| Cash and cash equivalents at the beginning<br>of the financial year   | (111)   | (392)   |
| Exchange losses on cash and bank overdrafts                           | (2)   | (29)  |
| <b>Cash and cash equivalents at the end of period</b>                 | <b>726</b>  | <b>588</b>  |

*The accompanying notes to the financial statements are an integral part of, and should be read in conjunction with, the above cash flow statement.*

### **Just Water International Limited** **Notes to the financial statements** For the six months ended 31 December 2011

#### **1. GENERAL INFORMATION**

Just Water International Limited (JWI) is a public company registered under the Companies Act 1993 and is listed with the New Zealand Stock Exchange on the NZAX.

The Group comprises JWI and its division Just Water New Zealand, and its wholly-owned subsidiaries Clearwater Filter Systems (Aust) Pty Limited (Clearwater), Creative Images Hire Limited (CI), JWA Holdings Limited, Just Water Australia Pty Limited (JW Australia), Just Water Victoria Pty Limited (JW Victoria) and the Just Water Limited Partnership.

These condensed consolidated financial statements have been approved for issue by the board of directors on 24 February 2012.

#### **2. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES**

##### **2.1 Statement of compliance**

These general purpose financial statements for the interim six month reporting period ended 31 December 2011 have been prepared in accordance with New Zealand generally accepted accounting practice (NZ GAAP) and comply with New Zealand Equivalent to International Accounting Standard 34 (NZ IAS34) and International Accounting Standard 34 (Interim Financial Reporting).

The accounting policies used are consistent with those used in the previous Annual Report. The financial statements for the six months ended 31 December 2011 and 31 December 2010 are unaudited. The comparative information for the year ended 30 June 2011 is audited. Certain comparative information has been reclassified in order to provide a more appropriate basis for comparison.

These interim financial statements do not include all the notes of the type normally included in annual financial statements. Accordingly these financial statements are to be read in conjunction with the Annual Report for the year ended 30 June 2011.

#### **3. BASIS OF PREPARATION**

##### **3.1.1 Entities reporting**

The financial statements are prepared for the Group as described in note 1 above.

##### **3.1.2. Statutory base**

Just Water International Limited is a limited liability company which is domiciled and incorporated in New Zealand. It is registered under the Companies Act 1993 and is an issuer in terms of the Securities Act 1978.

The financial statements have been prepared and presented in accordance with the requirements of the Financial Reporting Act 1993 and the Companies Act 1993.

##### **3.2.3. Historical cost convention**

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of financial assets and liabilities (including derivative instruments) at fair value through profit or loss.

#### 3.1.4. Going concern

The financial statements have been prepared on a going concern basis. As at 31 December 2011 the Group had negative working capital. The directors have assessed the financial performance of the Group including forecast cash flows and are satisfied that the going concern assumption remains appropriate.

## 4. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of financial statements in conformity with NZ IFRS requires the use of certain critical accounting estimates and judgments concerning the future. The resulting estimates may not equal related actual results. Estimates and judgments are continually evaluated and are based on historical experience and other factors including expectations of future events that are believed to be reasonable under the circumstances. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities are discussed below.

### 4.1 Estimated impairment of goodwill

The Group tests annually whether goodwill has suffered any impairment.

### 4.2 Deferred tax

The utilisation of the deferred tax asset relating to temporary differences is dependent on future tax profits in excess of the profits arising from the reversal of existing taxable temporary differences. Income tax losses are reviewed annually for each tax jurisdiction to ensure it is probable that these losses will be utilised based on current forecasts. If it is not probable they will be utilised, the losses are derecognised.

### 4.3 Bad and doubtful debts

Management regularly reviews the debtors ledger and makes provision against those balances that management believes are not collectible.

### 4.4 Income taxes

The Group is subject to income taxes in two different jurisdictions. Significant judgment is required in determining the provision for income tax. There are many transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. Deferred income tax is determined using the tax rate (and laws) that have been enacted or substantially enacted by the balance sheet date and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred tax provisions in the period in which such determination is made.

### 4.5 Unrecoverable coolers

Management regularly reviews the status of cooler rental agreements and provide for coolers where these are deemed not recoverable from customers.

### 5. SEGMENT INFORMATION

An operating segment is a component of an entity that engages in business activities, which earns revenue and incurs expenses and for which the chief operating decision maker (CODM) reviews the operating results on a regular basis and makes decisions on resource allocation. The Group has determined its CODM to be the Board of Directors on the basis that it is this group which determines the allocation of resources to segments and assesses their performance.

The reportable operating segments of the Group have been determined based on the components of the Group that the CODM monitors in making decisions about operating matters. Such components have been identified on the basis of internal reports that the CODM reviews regularly in order to allocate resources and to assess the performance of the Group.

The Group is organised into two reportable operating segments, namely New Zealand and Australia, reflecting the different geographical markets within which the Group operates.

The following is an analysis of the Group's revenue and results by operating segment. Revenue reported below represents revenue generated from external customers.

|  | New Zealand<br>6 months<br>ended<br>31 December<br>2011<br>\$'000 | Australia<br>6 months<br>ended<br>31 December<br>2011<br>\$'000 | Eliminations<br>6 months<br>ended<br>31 December<br>2011<br>\$'000 | Group<br>6 months<br>ended<br>31 December<br>2011<br>\$'000 |
|--|---|---|--|---|
| Rental income  | 6,019   | 3,447   | -  | 9,466   |
| Sales and service income   | 4,011   | 1,799   | (86)   | 5,724   |
| Other operating income   | 135   | -   | (40)   | 95  |
| <b>Income</b>  | <b>10,165</b>   | <b>5,246</b>  | <b>(126)</b>   | <b>15,285</b>   |
| Earnings before interest,<br>tax, depreciation and<br>amortisation | 2,944   | 1,178   | (40)   | 4,082   |
| Depreciation   | (1,514)   | (570)   | -  | (2,084)   |
| Amortisation   | (205)   | (58)  | -  | (263)   |
| Earnings before interest<br>and tax                                | 1,225   | 550   | (40)   | 1,735   |
| Interest expense   | (670)   | (180)   | 40   | (810)   |
| Profit before income tax   | 555   | 370   | -  | 925   |
| Income tax expense   | (160)   | (111)   | -  | (271)   |
| Profit attributable to<br>shareholders of the Parent               | 395   | 259   | -  | 654   |
| Total assets   | 57,554  | 14,170  | (39,457)   | 32,267  |
| Total liabilities  | 23,404  | 4,253   | -  | 27,657  |

## 5. SEGMENT INFORMATION CONTINUED

|  | New Zealand<br>6 months<br>ended<br>31 December<br>2010<br>\$'000 | Australia<br>6 months<br>ended<br>31 December<br>2010<br>\$'000 | Eliminations<br>6 months<br>ended<br>31 December<br>2010<br>\$'000 | Group<br>6 months<br>ended<br>31 December<br>2010<br>\$'000 |
|--|---|---|--|---|
| Rental income  | 6,348   | 3,701   | -  | 10,049  |
| Sales and service income   | 4,199   | 1,895   | (150)  | 5,944   |
| Other operating income   | 41  | 1   | (36)   | 6   |
| <b>Income</b>  | <b>10,588</b>   | <b>5,597</b>  | <b>(186)</b>   | <b>15,999</b>   |
| Earnings before interest,<br>tax, depreciation and<br>amortisation | 2,418   | 1,436   | (36)   | 3,818   |
| Depreciation   | (1,715)   | (694)   | -  | (2,409)   |
| Amortisation   | (206)   | (74)  | -  | (280)   |
| Earnings before interest<br>and tax                                | 497   | 668   | (36)   | 1,129   |
| Interest expense   | (818)   | (221)   | 36   | (1,003)   |
| Profit/(loss) before<br>income tax                                 | (321)   | 447   | -  | 126   |
| Income tax credit/(expense)  | 100   | (144)   | -  | (44)  |
| Profit/(loss) attributable<br>to shareholders of the<br>company    | (221)   | 303   | -  | 82  |
| Total assets   | 58,685  | 15,923  | (38,472)   | 36,136  |
| Total liabilities  | 25,309  | 7,340   | -  | 32,649  |

## 6. SHARE CAPITAL

Movements in ordinary share capital:

|   | Number<br>of Shares | Share<br>Capital<br>\$'000 |
|---|---------------------|----------------------------|
| Ordinary shares on issue 1 July 2010                    | 89,366,300          | 22,460                     |
| Shares issued   |                     |                            |
| - Shares issued in lieu of directors' fees              | 110,874             | 26                         |
| Fair value of options issued to directors and employees | -                   | 1                          |
| Ordinary shares on issue as at 30 June 2011             | 89,477,174          | 22,487                     |
| Fair value of options issued to directors and employees | -                   | -                          |
| Ordinary shares on issue as at 31 December 2011         | 89,477,174          | 22,487                     |

The Group issued 110,874 shares in July 2010 to the directors of Just Water International Limited in lieu of directors' fees for the year ended 30 June 2010, to the value of \$0.026 million. The price of the share issue was determined by the Volume Weighted Average Price (VWAP) of the Company's ordinary shares traded on the NZAX market over the 20 business days immediately prior to the share issue, being \$0.2345 per share.

### 7. COMMITMENTS

#### Capital commitments

The Group has no capital commitments as at 31 December 2011 (Dec 2010: nil).

Lease commitments: Group as lessee

#### *Operating leases*

The Group leases various offices and warehouses under non-cancellable operating leases. The leases have varying terms and renewal rights and escalation clauses based on the CPI index. On renewal, the terms of the leases are renegotiated.

A summary of the terms of the major lease agreements in place for the Group are as follows:

|                              | Initial Lease Term | Rights of Renewal       |
|------------------------------|--------------------|-------------------------|
| Auckland offices/warehouse   | Five years         | Two of three years each |
| Hamilton offices/warehouse   | Six years          | Two of three years each |
| Wellington offices/warehouse | Twelve years       | Nil                     |
| Brisbane offices/warehouse   | Three years        | One of three years      |
| Melbourne offices/warehouse  | Five years         | One of three years      |
| Sydney offices/warehouse     | Five years         | One of five years       |

The Group also leases various plant and machinery under cancellable operating leases. The Group is required to give six months notice for termination of these leases.

Commitments for minimum lease payments in relation to non-cancellable operating leases are payable as follows:

|  | Group<br>6 months<br>ended<br>31 December<br>2011<br>\$'000 | Group<br>6 months<br>ended<br>31 December<br>2010<br>\$'000 |
|--|---|---|
| Within one year  | 876   | 975   |
| Later than one year but not later than five years      | 1,931   | 810   |
| Later than five years                                  | 700   | 840   |
| Commitments not recognised in the financial statements | 3,507   | 2,625   |

#### *Finance leases*

The group leases various motor vehicles under non-cancellable finance leases.

The finance lease rentals are payable as follows:

|   | Group<br>6 months<br>ended<br>31 December<br>2011<br>\$'000 | Group<br>6 months<br>ended<br>31 December<br>2010<br>\$'000 |
|---|---|---|
| Within one year   | 181   | 249   |
| Later than one year but not later than five years           | 196   | 193   |
| Later than five years                                       | -   | -   |
| Total finance leases recognised in the financial statements | 377   | 442   |



## 7. COMMITMENTS CONTINUED

### Operating leases

The Group leases assets to third parties under non-cancellable operating leases. No contingent rents are recognised as income in the period. Generally lease payments receivable arise from rental contracts of water-coolers which are contracted for a three year period and most contracts automatically roll over for further periods. The amounts below only include receivables within the initial three year period.

Expected minimum lease receipts in relation to non-cancellable operating leases are receivable as follows:

|   | Group<br>6 months<br>ended<br>31 December<br>2011<br>\$'000 | Group<br>6 months<br>ended<br>31 December<br>2010<br>\$'000 |
|---|---|---|
| Within one year                                     | 14,903  | 16,333  |
| Later than one year but not later than five years   | 11,925  | 13,403  |
| Later than five years                               | -   | -   |
| Receipts not recognised in the financial statements | 26,828  | 29,736  |

## 8. CONTINGENT LIABILITIES

As at 31 December 2011 the Group had no contingent liabilities (Dec 2010: nil).

## 9. RELATED PARTIES

The Group has related-party transactions with its directors and key management. Key management includes personnel within the Group with the authority and responsibility for planning, directing and controlling the activities of that Group. Details of these transactions are below.

Bartercard Exchange Limited, a company of which Tony Falkenstein and Ian Malcolm are directors and indirect shareholders, charged Bartercard fees to JWI during the period to the value of \$63,812 (Dec 2010: \$43,680). As at balance date JWI had a trade payable balance of \$7,955 (Dec 2010: \$6,096) and a Bartercard trade balance asset of \$132,408 (Dec 2010: \$248,388 trade balance liability). As at balance date Clearwater had a Bartercard trade balance asset of \$428,281 (Dec 2010: \$251,219).

Mabee Halstead & Kiddle Limited, a company of which Ian Malcolm is a director and a shareholder, provided accounting compliance and accounting services to the Group during the period to the value of \$98,280 (Dec 2010: \$105,153). Ian Malcolm is also a director and shareholder of JWI. As at balance date the Group had a trade payable balance of \$8,050 (Dec 2010: \$8,286).

## Financial statements

### 9. RELATED PARTIES CONTINUED

Key management compensation is as follows:

|  | Group<br>6 months<br>ended<br>31 December<br>2011<br>\$'000 | Group<br>6 months<br>ended<br>31 December<br>2010<br>\$'000 |
|--|---|---|
| Short-term benefits                      | 690   | 541   |
| Share-based payments                     | -   | 26  |
| <b>Total key management compensation</b> | <b>690</b>  | <b>567</b>  |

The number of key managers for the six months ended 31 December 2011 for the Group was ten (Dec 2010: nine).

### 10. FINANCIAL RISK MANAGEMENT

#### Liquidity risk

Prudent liquidity risk management implies maintaining sufficient cash and marketable securities, the availability of funding through an adequate amount of committed credit facilities.

The table below analyses the Group's financial liabilities into relevant maturity groupings based on the remaining period at balance date to the contractual maturity date. Balances due within 12 months equal their carrying balances.

|                               | Less Than<br>1 Year<br>\$'000 | Between<br>1 and<br>2 Years<br>\$'000 | Between<br>2 and<br>5 Years<br>\$'000 | Over<br>5 Years<br>\$'000 |
|-------------------------------|-------------------------------|---------------------------------------|---------------------------------------|---------------------------|
| <b>GROUP</b>                  |                               |                                       |                                       |                           |
| <b>As at 31 December 2011</b> |                               |                                       |                                       |                           |
| Trade and other payables      | 3,167                         | -                                     | -                                     | -                         |
| Bank borrowings               | -                             | -                                     | 22,866                                | -                         |
| Other loans                   | 208                           | 89                                    | 137                                   | -                         |
| <b>As at 31 December 2010</b> |                               |                                       |                                       |                           |
| Trade and other payables      | 3,754                         | -                                     | -                                     | -                         |
| Bank overdraft                | 118                           | -                                     | -                                     | -                         |
| Bank borrowings               | 1,969                         | 19,738                                | 2,500                                 | -                         |
| Other loans                   | 243                           | 184                                   | 15                                    | -                         |

The Group is subject to a number of covenants under its banking agreements. During the year the Group complied with all of the required covenants.

The Group currently has banking facilities with the Bank of New Zealand Limited for a period expiring on 31 October 2014, with the exception of \$8.0 million which may be extended out to 31 October 2016 (Dec 2010: 31 October 2012 with the exception of \$2.5 million which had already been extended to 26 March 2013). The facilities are intended to be renegotiated before the expiry of the current arrangement. The net bank facility drawn as at period end was \$21.2 million (2010: \$24.3 million), the undrawn banking facility at period end was \$5.7 million (Dec 2010: \$3.8 million).

The Group has a number of assets subject to finance leases which have been classified as 'Other loans' as above.

## 11. BUSINESS COMBINATIONS

On 1 August 2011 the Group acquired the business of Creative Images Corporate Plant Hire, a Wellington-based plant rental company operating in New Zealand. The acquisition was made by Creative Images Hire Limited, a wholly owned subsidiary of Just Water International Limited.

As a result of the acquisition, the Group is expected to increase its presence in these markets. It also expects to reduce costs through economies of scale. The goodwill of \$0.831m arising from the acquisition is attributable to the profitability of the acquired business and the expected synergies from combining the operations of Creative Images with that of the Group.

The acquired business contributed revenues of \$0.274m and net profit after tax of \$0.068m to the Group for the period from 1 August 2011 to 31 December 2011. If the acquisition had occurred on 1 July 2011 the acquired business would have contributed revenues of \$0.329m and net profit after tax of \$0.081m.

Details of the net assets acquired are as follows:

|                                     | Group<br>2011<br>\$'000 |
|-------------------------------------|-------------------------|
| Purchase consideration:             |                         |
| - Cash paid                         | 900                     |
| <b>Total purchase consideration</b> | <b>900</b>              |

The assets and liabilities arising from the acquisition are as follows:

|  | Fair<br>value<br>2011<br>\$'000 | Acquiree's<br>carrying<br>amount<br>2011<br>\$'000 |
|--|---------------------------------|--|
| Property, plant and equipment                                  | 69                              | 69   |
| Acquired intangible assets                                     | 831                             | 831  |
| <b>Net assets acquired</b>                                     | <b>900</b>                      | <b>900</b>   |
| <b>Reconciliation to statement of cash flows</b>               |                                 |  |
| Cash paid (including direct costs relating to the acquisition) |                                 | 900  |
| less cash and cash equivalents acquired                        |                                 | -  |
| <b>Total purchase consideration</b>                            |                                 | <b>900</b>   |

Acquisition-related costs of \$0.003m have been charged to other expenses in the consolidated statement of comprehensive income for the six months to 31 December 2011.

### 12. RECONCILIATION OF NET PROFIT/(LOSS) AFTER INCOME TAX TO NET CASH INFLOW FROM OPERATING ACTIVITIES

|  | Group<br>6 months ended<br>31 December<br>2011<br>\$'000 | Group<br>6 months ended<br>31 December<br>2010<br>\$'000 |
|--|--|--|
| Profit for the period                                | 654  | 82   |
| Adjustments for                                      |  |  |
| Tax  | 244  | (220)  |
| Depreciation   | 2,084  | 2,409  |
| Amortisation   | 263  | 280  |
| Loss/(gain) on sale of property, plant and equipment | 330  | 333  |
| Share options issued                                 | -  | 1  |
| Shares issued in lieu of directors fees              | -  | 26   |
| Provision for doubtful debts                         | 793  | (1,839)  |
| Movement in deferred income                          | (487)  | (40)   |
| <b>Changes in working capital</b>                    |  |  |
| Inventories  | 212  | 139  |
| Trade and other receivables                          | (738)  | 3,284  |
| Trade and other payables                             | 203  | (7)  |
| Provision for tax                                    | 28   | (339)  |
| Purchases for non-current assets held for rental     | (492)  | -  |
| <b>Cash generated from operations</b>                | <b>3,094</b>   | <b>4,109</b>   |



AQUAFRESH

mineralX

VitaBlast

aquacool  
MOMENT DELICIOUS

0800 22 338  
aquacool.co.uk





 ***Just Water***

*Just Water International Limited*

